JP&L Beginning County Economic evelopment Study

Power and Light Company, the is critical to the survival of Utah Because economic development sored in the County last year.

connected with an Economic Deesne Counties, he said. It is not clude Uintah, Daggett, and Duchconsulting firm and also will insion last week. northeastern Utah by an outside It will be an objective study of

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Cliff Blonquist, representing the

power company, told the Commis-

company will conduct a target

industry study in Wasatch County,

the brink of something nationally," he said. place here. With the highway and tant things that are going to take Jordanelle, I think we're sitting on "I think there are some impor-

ing Inspector.

with the Wasatch Front. of studying Wasatch with the other than if Wasatch had been combined counties are much more compatible rural counties. He pointed out those Commissioner Allred approved

Mr. Blonquist reported, "There's

man Lorin Allred, who generally The Commission chose Chair-

sisted by Lee Roy Farrell, County work with the consulting firm, as-Engineering Coordinator and Buildnomic development matters, to represents the Commission in eco-

> been a little reorganization," because of the pending merger of UP&L into Pacific Corp.

ing," he said. / node. I think it's kind of in a holddecision on which way we're going pattern until we get a final Corp. is more in the marketing as simply a utility. But Pacific pany basically has always survived opment or promotion, and marketadvanced on doing economic develing promotion. The power comnomic Big Brother. They're so far "Pacific Corp. is simply an eco-



Heber Light and Power employees have just about finished their annual project of putting up Christmas lights and decorations around Heber City and Tabernacle Square. However, Mayor Gordon Mendenhall has forbidden them to putlights on the newly-restored tabernacle this year. 11-23-88

Wasatch included in study

By SONNI SCHWINN Heber City Correspondent

HEBER CITY — Because economic development is critical to the survival of Utah Power and Light Co., the company will conduct a target industry study in Wasatch County, Cliff Blonquist, representing the power company, told the commission last week.

It will be an objective study of northeastern Utah by an outside consulting firm and also will include Uintah, Daggett, and Duchesne counties, he said.

The findings will be compiled in a booklet that can be used in developing the local economy. It will include lists of industries and their growth rates, and recommend those that would be appropriate to Wasatch County.

portant things that are going to take place here. With the highway and Jordanelle, I think we're sitting on the brink of something nationally," he said.

Commission Chairman Lorin Allred, who generally represents the commission in economic development matters, was chosen to work with the consulting firm, assisted by Lee Roy Farrell, county engineering coordinator and building inspector.

Allred approved of studying Wasatch with the other counties that were chosen. He pointed out the rural counties are much more compatible than if Wasatch had been combined with the Wasatch Front.



WATER

Study recharges cheap-power debate

What's fair? GAO says
Colorado River electricity is sold for
3 to 7 times less than market value

By Lee Davidson
Deseret News Washington Bureau chief 11-11-89

WASHINGTON — A new congressional study is recharging debate about whether city-owned power companies in the West should pay more for the currently supercheap federal hydropower they buy.

A report by the General Accounting Office, Congress' watchdog agency, says hydropower from the Colorado River Storage Project is being sold for three to seven times less than the market value of non-federal power in the West.

Its cheap rates are available only to municipal power companies, not investor-owned utilities such as Utah Power & Light.

Meanwhile, the study says the federal government will not fully recover the massive costs of the dams that produce that power. That subsidy was designed in laws creating the water projects.

The GAO report was written for Rep. George Miller, D-Calif., the chairman of the House Interior Subcommittee on Water and Power. He and other critics of large water projects have argued that higher rates could cut the federal subsidies of projects.

Also, Rep. Wayne Owens, D-Utah, is proposing a 2-mill surcharge on power rates to fund repair of environmental damage caused by Colorado River Storage Project facilities.

However, the power companies that buy the electricity say they feel current rates are fair and legal. They point out they first agreed to buy federal hydropower when it cost more than other sources, and now that it is cheaper they don't feel they should be punished.

The GAO report says power from the Colorado River Storage Project — which includes, for example, the Central Utah Project, Flaming Gorge Dam and Glen Canyon Dam — is sold at 9.92 mills per kilowatt hour.

Meanwhile, wholesale firm power rates from non-federal sources in the storage project area range from a low of 27.98 mills to 76.07 mills — three to seven times the amount of federal power.

At the same time, the report says of the \$2.5 billion the storage project cost, \$1.8 billion will be reimbursed to the federal government eventually — which was provided in repayment and subsidy schedules approved by Congress.

Because some people, including former President Reagan, have suggested selling the hydropower plants to reduce subsidies, the GAO also estimated the value of such plants in the storage project at \$741.8 million.

Please see CUP on B2

Water district agrees to hire policy reviewers

By Marjorie Cortez Deseret News staff writer

Anticipating the results of a six-month legislative audit, directors of the Central Utah Water Conservancy District have agreed to hire consultants to update its financial, personnel and operating policies.

One of the most significant changes was hiring a new accounting firm to conduct the district's annual audit. The board agreed Thursday night at its monthly meeting to hire KPMG Peat Marwick of Salt Lake City, said LeRoy W. Hooton Jr., chairman of the board's Finance and Administrative Committee. The terms of the contract have not yet been negotiated, he said.

Deloitte, Haskins and Sells has performed the audit for the past six years, but Hooton says most governmental agencies change auditing firms every three years to get a fresh perspective on the agency's

Please see AUDIT on B2





Continued from 81

government and public power com-panies may save money if the CUP builds a commercial power plant at The study also suggests the federal Diamond Fork

small 18-megawatt plant there just to provide power needed for CUP pumping. That would force storage project power rates to increase to 11.08 mills to pay off reimbursable The CUP's current plans call for a construction costs.

power, the revenues could help keep al sources are used to finance the larger plant, the power rate could be the storage project power rate as low a 10.66 mills. However, if non-feder-However, if a 78-megawatt plant were built to provide commercial forced as high as 11.34 mills.

That information gives Miller cessions from public power users as his committee prepares for legislation to continue construction of por-tions of the storage project — includsome ammunition to push for coning the Central Utah Project.

tra money because conservation funds would essentially come from a Owens said it also helps his proof a conservation fund. He claims it growing fund for irrigation and othposal to use power revenues as part wouldn't cost power companies ex-

power companies has not yet taken any position on Owens' proposal. He Still, he said his group of public 44.65 mills 34.22 mills 70.80 mills Yet to be convinced is Joe Falbo, er projects that likely won't be built.

Also, he doesn't want politicians to forget that while hydropower is cheap now, it wasn't originally. there's a lot left to negotiate. additional charge to power users without any apparent benefit.

ergy Distributors Association. He said Owens' proposal will result in an president of the Colorado River En-

Average wholesale rates

Federal:

Colorado River Storage Project	C)
Pick-Sloan	2
Boulder Caryon	6.
Parker-Davis	9
Central Valley	39.
Collbran	21.
Rio Grande	36.
Bonneville Power Admin.	21.
Southwestern Power Admin.	28.

63 mills 80 miles 92 mills Og milks

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92 anila

4 milis 31 mils 55 mills

76.07 mills 39.13 mills 27.98 mills 29.34 mills 41.96 mills 54.91 mills 64.43 mills 46.53 mills Utah Power & Light Source: U.S. General Accounting Office Pacific Gas and Electric Co. Pacific Power and Light Co. Colorado Ute Elect. Assoc. Artzona Public Service Co. Basin Electric Power Coop. Plains Elec. Gen. & Trans. Public Service Co. of Colo. Public Service Co. of N.M. Southern Cal. Edison Co. Tri-State Gen. & Trans. Non-federal:

HEBER LIGHT & POWER 1990 PUBLIC POWER WEEK RESOLUTION

WHEREAS, we the members of Heber Light & Power are proud of our choice to operate a locally-controlled, not-for-profit utility, and

WHEREAS, we the members of Heber Light & Power are both consumers and owners of our public power system and have a direct voice in utility operations and policies, and

WHEREAS, Heber Light & Power provides our homes, businesses, farms and local government agencies with reliable, efficient, and cost effective electricity, employing sound business practices designed to ensure the best possible service at the lowest reasonable rates, and

WHEREAS, Heber Light & Power is a valuable community asset that contributes substantially to the well-being of local citizens through energy efficiency, customer services, environmental protection, economic development, and safety awareness, and

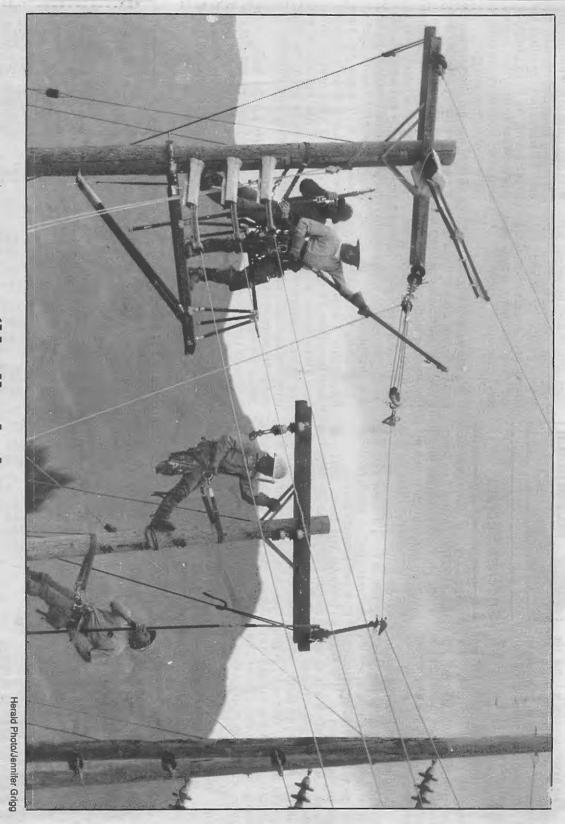
WHEREAS, Heber Light & Power is part of a community of about 2,000 public power systems and 1,000 rural electric cooperatives in the United States that through consumer-ownership ensure cost cutting competition in the electric utility industry to the benefit of electricity consumers everywhere, and

NOW, THEREFORE BE IT RESOLVED: that Heber Light & Power designates the week of Oct. 7-13 as Public Power Week in order to honor public power utilities and their consumer-owners, policy makers, and employees who work together to provide the best possible electric service for the progress of their communities and the nation, and

BE IT FURTHER RESOLVED: that Heber Light & Power joins hands with other members of the public power family in a nationwide celebration of the public benefits of public power.

Mayor Scott W. Wright Chairman of the Board

10-10-96



'Hotline' class

Men scale power poles and practice working with various "hotlines" on a power pole at Utah Valley State College Thursday. The practice sessions on the 30-foot poles are -18-93

part of the Lineman Training Program offered at the college.

The associate replied that the AND COLUMN ASSESSMENT often gets broken by people who exaggerate their value or the worth other side was making some tough of their product or service. They demands, then added, "Of course, take an overly aggressive position I told them they were out of their minds. We would never even con-

than \$100,000 for that" - which is silly posing if you know they'll take less and downright irresponsible if you were willing to pay more. They say, "I'll never work for that executive" - which needless-

ly cuts off a career option. "Never tell them what you wouldn't do" is the flip side of an ultimatum. And we all know that ultimatums backfire as often as they work. Ultimatums can stop discussions dead in their tracks. They're potential deal breakers. They're like slamming the door shut in the other side's face and hoping the other side will knock on the door, pleading for you to let them in again. Quite often, the

and close out more options than Success Secrets they create. They say, "I won't take less

We had a client who was interested in writing a book. Fortunately, he was sufficiently celebrated that the international publishing community was interested in him

too. The problem was his inflated sense of what his book was worth. His instructions to us were: "Don't come to me with any sixfigure deals. I won't take an advance less than \$1 million dollars." Who knows where he got that figure? Perhaps it was arbitrary. Perhaps that's what he heard one of his perceived rivals had received. Perhaps he simply liked the round simplicity of a million dollars. But there it was - a large number mocking and challenging

Ouite often, an inflated dollar

and the only reason was ego. It's ironic that people who tell the world what they won't do think they are demonstrating their confidence and strength. More often than not, they are merely proving their insecurity and weakness. Remember this the next time you hear yourself saying, "I won't take less than ... " or "I won't pay more than ... " Are you really prepared to close out your options? What may sound like bravado to you may actually be telling the other side something quite different.

tract only came to nail the amount. The client refused to consider the

deal. No matter how unrealistic his

expectations, he wasn't backing

down. What looked like a good

deal to us just died on the table -

Mark H. McCormack is the chairman, president and CEO of International Management Group and is the best-selling author of "What They Don't Teach You at Harvard Business School."

Utah Stocks

NEW YORK -- Friday's closing prices for approximately 100 stocks of special interest to Utahns. The listed companies are Utah-owned or operate in Utah.

9139 441/2

13/s EBreit

234 EqtOI

1556 1634 .16 15

736 27th 452 143/4

10 68 21413 644

99 15Wi 1184 27%

13/4 LarDay 629 134

us.

.96 13 59588 23

3374 173b

sider those terms."

position.'

The owner cut him off and

snapped, "Never tell them what

you wouldn't do! The more op-

tions you have and the longer you

can keep them, the stronger your

The owner made a valid point.

In fact, it was so obvious you'd

think he wouldn't have to remind

his people about it. (It reminded

me of the moment in "The God-

father" when the Don tells his hot-

headed son, Sonny, "Never tell

anyone outside the family what

you're thinking.") But as I thought

about it, it struck me that people in

business abuse this rule all the

time, perhaps without realizing it.

They say, "I'd never pay more

than \$100,000 for that" - when

you know with a few sweeteners

they'd pay a whole lot more.

